



# EUROPEAN FOCUS

ALLOW US TO SHARPEN YOUR VIEW

**Knight Frank**

**An Introduction to CEE Valuations**



# THE CEE NETWORK

Our CEE valuation network covers the entire CEE region, with well established teams in Poland, Austria, Czech Republic, and Romania. Our central co-ordination function is managed at partner level in London, with our network able to provide pan CEE expertise in bank finance and fund valuations.

In addition, we have full Hyp-Zert mortgage lending valuation capabilities across the region.

## WE HAVE HYP-ZERT MORTGAGE LENDING VALUATION CAPABILITIES



**POLAND**  
**MONIKA DEBSKA**  
Chairman of the Board, Knight Frank

Monika is a founding member of Knight Frank Poland, MRICS qualified and Polish valuation license holder. With over 20 years of experience in the Polish and other CEE markets Monika has been focusing on providing valuation, commercial agency and property asset management services at Knight Frank in Poland. The team has specialist valuers and agency teams for both commercial and residential assets, with a proven track record in the valuation of large shopping centres.

*monika.debska@pl.knightfrank.com*  
**T** +48 (0)22 596 50 50  
**M** +48 (0)601 728 568



**AUSTRIA**  
**DR EUGEN OTTO**  
Managing Director, Otto Immobilien

Dr Otto is MRICS qualified and court-certified as an Expert in International Real Estate Valuation in Austria. With more than 28 years experience in the Austrian property market, Dr Otto has experience in agency, consultancy and property management services.

*eugen@otto.at*  
**T** +43 (0)1 512 77 77-102  
**M** +43 (0)664 382 88 00



**CZECH REPUBLIC**  
**STEWART THOMSON**  
Head of Valuations, Knight Frank

Stewart has over ten years experience in commercial property, including providing valuations within the Czech Republic for more than four years. A MRICS qualified valuer, Stewart works closely with the Czech team who provide Czech standard valuations.

*stewart.thomson@cz.knightfrank.com*  
**T** +420 (0)224 217 217  
**M** +42 0606 070 406



**ROMANIA**  
**ROXANA BENCE**  
Senior Consultant, The Advisers

Roxana has seven years of experience in the local Romanian market and has valued properties worth up to €4 billion. Roxana is an ANEVAR (National Association of the Romanian Valuers) member as well as MRICS qualified.

*roxana.bence@theadvisers.ro*  
**T** +40 (0)21 380 85 85  
**M** +40 0722 575 870



**UNITED KINGDOM**  
**ALEX BRAITHWAITE**  
Surveyor, European Valuations,  
Knight Frank

Previously based in Budapest, Alex is now part of the European bank lending team in London. Alex oversees the coordination of Pan-European valuations within the CEE region. Alex has experience in a wide range of valuation requirements for both funds and banks.

*alex.braithwaite@knightfrank.com*  
**T** +44 (0)20 7861 1556  
**M** +44 (0)7771 926 452

# TRACK RECORD

A selection of our latest instructions.

**1** POLAND  
Rondo 1, Rondo ONZ 1, Warsaw

**Sector** Office  
**Size** 63,700 sq m  
**Purpose** Investment fund



**2** AUSTRIA  
TPV - Tech Park Vienna, Gutheil Schoder Gasse 17, Vienna

**Sector** Office, Logistics & Manufacturing  
**Size** 60,300 sq m  
**Purpose** Fund valuation



**3** SLOVAKIA  
Millennium Tower I, Vajnorksa 100, Bratislava

**Sector** Office  
**Size** 20,100 sq m  
**Purpose** Bank valuation



**4** SLOVAKIA  
Polus City Centre, Vajnorksa 100, Bratislava

**Sector** Shopping Centre  
**Size** 24,400 sq m  
**Purpose** Bank valuation



**5** POLAND  
ProLogis Portfolio, Various

**Sector** Logistics  
**Size** 129,700 sq m  
**Purpose** Bank valuation



**6** ROMANIA  
Gold Plaza Baia Mare, Baia Mare

**Sector** Shopping Centre  
**Size** 31,000 sq m  
**Purpose** Fund valuation



## WE HAVE SPECIALIST FUND & BANK VALUATION TEAMS



**7** POLAND  
Stary Browar, 42 Polwiejska Street, Poznan

**Sector** Shopping Centre  
**Size** 112,500 sq m  
**Purpose** Bank valuation



**8** CZECH REPUBLIC & SLOVAKIA  
CSIA portfolio, Various

**Sector** Office  
**Size** 11 Properties  
**Purpose** Fund valuation



**9** HUNGARY  
Tesco, Bécsi út 258, Budapest

**Sector** Retail  
**Size** 12,400 sq m  
**Purpose** Fund valuation



**10** AUSTRIA  
BAWAG-Technologiezentrum, Buchengasse 10-14, Vienna

**Sector** Office  
**Size** 43,500 sq m  
**Purpose** Fund valuation



**11** ROMANIA  
River Place, Splaiul Independentei, Bucharest

**Sector** Office  
**Size** 47,000 sq m  
**Purpose** Fund valuation



**12** CZECH REPUBLIC  
Palladium, Namesti Republiky 1, Prague

**Sector** Shopping Centre  
**Size** 100,000 sq m  
**Purpose** Bank valuation



# TRACK RECORD

A selection of our latest instructions.

**13** POLAND  
Crown Square, 31, Przyokopowa Street,  
Warsaw

**Sector** Office  
**Size** 16,300 sq m  
**Purpose** Investment fund



**14** CZECH REPUBLIC  
Hagibor Office Building, Prague 10, Prague

**Sector** Office  
**Size** 15,000 sq m  
**Purpose** Fund valuation



**15** HUNGARY  
Dorottya Udvar, Bocskai ut 134-146,  
Budapest

**Sector** Office  
**Size** 28,500 sq m  
**Purpose** Fund valuation



**16** ROMANIA  
Europolis Park Bucharest, Chiajna  
commune, Ilfov County, Bucharest

**Sector** Industrial  
**Size** 200,000 sq m  
**Purpose** Fund valuation



**17** SLOVAKIA  
Aupark Bratislava, Einsteinova 3541/18,  
Bratislava

**Sector** Shopping Centre  
**Size** 60,000 sq m  
**Purpose** Fund valuation



**18** POLAND  
Panattoni Park, Lodz

**Sector** Logistics  
**Size** 29,700 sq m  
**Purpose** Investment fund



# OUR CLIENTS

Over the years we have built an excellent track record in attracting and retaining major international as well as local clients.

## FUNDS

Pan European fund clients include:

ADIA  
Avrig 35  
AXA REIM  
Apollo-Rida Poland  
CSIA  
Europolis  
GE Real Estate  
Ghelamco  
Granger  
ING Lease  
Invesco  
HB Reavis  
Heitman  
Liebrecht & Wood  
MGPA  
NBGI Private Equity  
Pramerica Real Estate Investors  
Prelios  
Raiffeisen Capital Management  
Robug Development  
Stary Browar  
TK Development  
Westcore Properties  
WP Carey

## BANKS

We undertake bank and debt servicing valuations for a number of major banks including:

Aareal  
Bank Pekao  
Bank Zachodni WBK  
Berlin Hyp  
BNP Paribas Bank Polska  
Ceska Sporitelna  
Commerzbank  
CSOB  
Deutsche Pfandbriefbank  
Eurohypo  
Invest Kredit  
Komerční Banka  
NAMA  
Raiffeisen  
West LB  
Westdeutsche ImmobilienBank  
Unicredit

WE ALSO HAVE FULL  
AGENCY CAPABILITIES  
IN EUROPEAN OFFICES  
FOR LEASING AND  
INVESTMENT





The Knight Frank network consists of Knight Frank LLP and its direct subsidiaries which provide services in the UK and an international network of separate and independent entities or practices providing services internationally. Office statistics as at May 2011.

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